

THIRTY-SIXTH ANNUAL MEETING**NEW YORK STATE ASSOCIATION OF WHOLESALE MARKETERS AND DISTRIBUTORS
CONCORD RESORT HOTEL****PROGRAM****THURSDAY, SEPTEMBER 14**

2:30 -	REGISTRATION - Main Lobby	7:30 P.M.	DINNER - Main Dining Room
5:00 P.M.	Pick up meeting KIT, Gifts sign up for Golf, Tennis and Bowling Tournaments.	9:30 P.M.	DANCING - Imperial Room
6:30 P.M.	RECEPTION - Columns Room Sponsored by Liggett & Myers Tobacco	10:30 P.M.	SHOWTIME - Imperial Room

FRIDAY, SEPTEMBER 15

8:00 A.M.	BREAKFAST - Main Dining Room	"R. J. Reynolds Portrait" Michael Butten, President of NYSAWMD. Presentation by Roger Farmer of R. J. Reynolds.
10:00 A.M. - 5:30 P.M.	REGISTRATION - Main Lobby Pick up meeting KIT, Gifts sign up for Golf and Tennis Tournaments. Deposit tickets for Friday drawings.	"AWMA Candy Distributor of the Year" Mountain Candy and Cigar Company Accepting, Steve Altman. Awarded to a member company for special effort in the merchandising and distribution of confectionery products. Presented by Tom Henning, of AWMA.
10:00 A.M.	GOLF TOURNAMENT - International Golf Course (Men-Women) Sponsored by Lorillard Tobacco Co. Golf balls provided, no fees. Golfers only luncheon at Monster Course Clubhouse. Box lunches provided at International Golf Course.	"Elder Statesman of the Year" Richard Orcutt, Formerly V.P. Sales of Lorillard. For professional achievement and unselfish service. Presented by Leo Weber.
1:00 P.M.	LUNCH - Main Dining Room	\$1,000 Travel Certificate Drawings Donated by: Liggett & Myers Tobacco, United States Tobacco Company, Sultana Crackers, M&M MARS (Open to all). General Cigar Company, Japan Tobacco International, Philip Morris, U.S.A. (Distributor only).
3:00 P.M.	TENNIS TOURNAMENT - Outdoor Courts (Men-Women) Sponsored by Brown & Williamson Tobacco Corp. Tennis balls provided, no fees. Tennis players refreshments.	Color TV donated by House of Rizla (Distributor only). 1 Gold Dunhill Lighter. 1 Gold Dunhill Pen donated by Tobacco Exporters International (Open to all).
5:00 P.M.	ELECTION MEETING - Little Club NYSAWMD members only.	
6:45 P.M.	RECEPTION - Columns Room Sponsored by Lorillard Tobacco Company	
7:45 P.M.	DINNER AND AWARDS - Main Dining Room Invocation: Rabbi Cohen Wine courtesy of Philip Morris USA. Sports Winners Presentation Brown & Williamson Tobacco First Lady of the Industry Award Susan Lagana Cannavo, of South Beach Novelties & Conf. Honoree previously or currently actively engaged in management and decisions of a member firm, positively contributed to the industry, Association and enhancement of the image of the Tobacco and Confectionery Distribution Network. Final selection in conjunction with management of the Brown & Williamson Tobacco Corporation. Presentation by Victoria Person-Coral, Section Sales Mgr. of Brown & Williamson Tobacco Corporation.	9:30 P.M. DANCING - Imperial Room 10:30 P.M. SHOWTIME - Imperial Room

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SATURDAY, SEPTEMBER 16

7:45 A.M. **BREAKFAST** - Main Dining Room
For those not attending Education Seminar.

9:00 A.M. **REGISTRATION** - Main Lobby
Late Friday Arrivals Pick up meeting KIT and Gifts.

8:00 A.M. - **EDUCATION BREAKFAST SEMINAR** -
11:00 A.M. Empire Dining Room
Open to all attendees
• Legislative update
• Panel and delegate discussion
Attendance awards donated by:
Nestle - \$1,000 Travel Certificate;
1 Color TV donated by Lane Limited
(must be present to win).

10:00 A.M. **LADIES BINGO** - Columns Room
Sponsored by Brown and Williamson
Tobacco Corp. Many valuable prizes.

11:30 A.M. **PRIZE DRAWINGS** - Main Lobby
Tickets must be deposited prior to 11:30
A.M. to be eligible to win. You do not have
to be present. winners names will be posted
at registration desk. Claim prizes before
10:00 A.M. Sunday

12:30 P.M. **LADIES PRIVATE LUNCHEON &
FASHION SHOW** -
Continental Dining Room. Sponsored by R.J.
Reynolds Tobacco Company. Hosted by
Ladies Auxiliary NYSAWMD. Drawing for
many prizes, including Gift Certificates
donated by NYSAWMD (Open to all).
\$500 U.S. Savings Bond donated by
The Topps Company.
Women's Sports winners announced.

1:00 P.M. **LUNCH** - Main Dining Room

2:00 - **INDIVIDUAL CONFERENCES** -
4:30 P.M. Roman/Spartan
Provision has been made, in a conducive
atmosphere in accordance with good
business practices, for distributors,
suppliers and sales representatives to
discuss areas of mutual opportunity.

3:00 P.M. **CHILDREN'S PARTY** - Little Club
Sponsored by M&M MARS. Fun, games,
surprises, gifts for children of all registered
delegates.

4:30 P.M. **ROMAN CATHOLIC MASS** - Columns
Open to all Concord guests, arrangements
by NYSAWMD.

6:30 P.M. **RECEPTION** - Columns Room
Sponsored by R. J. Reynolds.

7:45 P.M. **ANNUAL BANQUET AND AWARDS** -
Main Dining Room
Invocation by Father Brady
Wine courtesy of U.S. Tobacco Co.

Lorillard Citizenship Award
Name To be Announced
Board of Directors responsible for selection
subject to Lorillard Parameters. Based on
outstanding contributions to the commu-
nity in civic, charitable and social endeavors.
Presentation by Leo Weber.

**"Brown & Williamson Tobacco New York
Achiever Award"**
Leonard Schwartz, President of Globe.
Presentation by Tom Cunningham, of
Brown & Williamson.

**"J. George Ellicofon Distinguished Friend
of the Industry"**
Bernard Gold, Sultana Crackers.
Awarded by NYSAWMD for outstanding
leadership and dedicated service.
Presentation by Gert Ellicofon.

"Cigar Manufacturer of the Year"
Austin T. McNamara, President of General
Cigar. Awarded by NYSAWMD for aggressive
and distinguished leadership.
Presented by David Burgin of General Cigar.

"Candy Manufacturer of the Year"
Michael Gilmere, COO of Ferrero U.S.A.
Awarded by NYSAWMD in appreciation for
distinguished and unselfish service.
Presented by Mitchell Bernstein of
Ferrero U.S.A.

★ **"Man of the Year Award"**
Andrew Schindler, President of R. J.
Reynolds. Awarded by NYSAWMD for
inspiring leadership and faithful service.
Presentation by Leonard Schwartz,
Chairman of NYSAWMD.

\$1,500 Travel Certification Drawing
Donated by: Hershey Chocolate U.S.A.
(Distributor only).

\$1,000 Travel Certificate Drawings
Donated by: Ferrero U.S.A., Consolidated
Cigar, Swisher International, (Open to all).
Sultana Crackers, Brown & Williamson,
(Distributor only).
Color TV donated by House of Ritz. Color TV
donated by Bic Corporation (Distributor only).
A Week for two at the Concord Resort Hotel.
(2) Weekend for two at the Concord Resort
Hotel, Courtesy of Concord Hotel.
1 Gold Dunhill Lighter, 1 Gold Dunhill Pen
donated by Tobacco Exporters International
(Open to all).

9:30 P.M. **DANCING** - Imperial Room

10:30 P.M. **SHOWTIME** - Imperial Room

11:30 P.M. **ICE CREAM PARTY** - Columns Room,
Sponsored by Ferrero U.S.A.

SUNDAY, SEPTEMBER 17

8:00 A.M. - **BREAKFAST** - Main Dining Room

9:30 A.M. **NYSAWMD BOARD AND GENERAL
MEETING** - Empire Dining Room

Membership Drawing:
1 Color TV donated by Lane Limited.
Members must be present to win.

1:00 P.M. **FAREWELL LUNCHEON** - Main Dining Room

2:00 P.M. **DEPART AT LEISURE** - Safe Trip Home!

Notes:

1. Wear badge to all Association events.
2. Present tickets in dining room for all meals.
3. Distributor firms eligible for 1 Travel Certificate only.
Must be used within 24 months.
4. Badge Color Key: Red - Distributor Yellow - Broker
Blue - Manufacturer Green - Allied Services

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